

Message Text

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SUBJECT: WATER RESOURCES TRADE MISSION - DHAHRAN

1. THE U.S. WATER RESOURCES TRADE MISSION CONCLUDED A PRODUCTIVE TWO DAY VISIT TO DHAHRAN. THE VISIT WAS CHARACTERIZED BY CORDIAL MEETINGS WITH SENIOR PROVINCIAL AND LOCAL GOVERNMENT OFFICIALS -- INCLUDING SEVERAL NOT PREVIOUSLY IN CONTACT WITH THE CONSULATE GENERAL -- AND A HEAVY SHCHEDULE OF MEETINGS WITH THE LOCAL BUSINESY CO IMUNITY. THE MEETINGS ALSO REVEALED A RECEPTIVE ATTITUDE ON THE PART OF THE LOCAL COMMUNITY FOR A BUYING MISSION TO THE UNITED STATES.

2. ALL MISSION MEMBERS ARRIVED AT DHAHRAN AIRPORT ON SCHEDULE FRIDAY EVENING, AND WER ACCORDED A VIP RECEPTION BY LOCAL CHAMBER OF COMMERCHOFFICIALS AND THE STAFF OF THE CONSULATE GENERAL HEADED BY CONGEN ROBERT BUSHNELL AND CONTROL OFFICER DON MEYERS. THE ARRIVAL WAS COVERED BY SAUDI TELEVISION.

3. THE MISSION BEGAN ITS VISIT TO DHAHRAN WITH A SERIES OF
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GROUP MEETINGS WITH RANKING PROVINCIAL AND MUNICIPAL OFFICIALS. ACCOMPANIED BY CONGEN BUSHNELL, MISSION DIRECTOR PLANAGAN CALLED ON H.H. AMIR ABDUL-MUHSIN BIN ABDULLA BIN JILUWI, AMIR OF THE EASTERN PROVINCE, FOR A REVIEW OF COMMERCIAL RELATIONS. SAUDI TELEVISION COVERED THIS MEETING. THIS WAS FOLLOWED BY AN INFORMAL MEETING WITH THE PRESIDENT AND DIRECTORS OF THE DAMMAM CHAMBER OF COMMERCE. FAVORABLE

COMMENTS WERE MADE REGARDING THE CHAMBER'S RECENT PARTICIPATION IN THE ARAB CHAMBER VISIT TO THE U.S., AND STRONG INTEREST WAS EXPRESSED REGARDING PARTICIPATION IN A POSSIBLE SAUDI BUYING MISSION TO THE U.S. THE CHAMBER ALSO OFFERED THE USE OF ITS EXHIBIT SPACE FOR FUTURE U.S. COMMERCIAL EXHIBITS. KEY TO THE BUYING MISSION LIKELY TO BE EXTENSION OF OFFICIAL INVITATION, PERHAPS AT A/S LEVEL.

4. THE MAJORITY OF THE MISSION MEMBERS' MEETINGS WERE HELD IN THE AMBASSADOR ROOM OF THE ALGOSAIBI HOTEL. THE MAYOR OF DAMMAM, SHEIKN ABDULAZIZ TURAIKI VISITED THE BIC AT THE OPENING OF JUNE 3 TO OFFICIALLY WELCOME THE MISSION. GROUP MEETINGS WERE HELD THAT MORNING AT THE BIC WITH SENIOR REPRESENTATIVES OF THE EASTERN PROVINCE BRANCH OF THE MINISTRY OF MUNICIPALITIES AND RURAL AFFAIRS, AND MUNICIPALITY DIRECTORS OF DAMMAM AND ALKHOBAR. BECHTEL PROVIDED A BRIEFING ON BECHTEL PROCUREMENT AND THE FUNCTIONING OF THE ROYAL COMMISSION FOR JUBAIL/YANBU. AN ARAMCO HOSTED LUNCHEON IN HONOR OF THE MISSION WAS FOLLOWED BY AN ARAMCO BRIEFING ON ITS PROCUREMENT PROCEDURES AND HYDROLOGY PROGRAMS. IN THE AFTERNOON MISSION MEMBERS MET WITH WATER RESOURCE SPECIALISTS OF THE UNIVERSITY OF PETROLEUM AND MINERALS FOR A REVIEW OF SAUDI PROGRAMS AND PROBLEMS IN THIS FIELD.

5. CONGEN BUSHNELL HELD A RECEPTION THE EVENING OF JUNE 3 WHICH WAS ATTENDED BY 125 PROMINENT LOCAL BUSINESSMEN AND UNCLASSIFIED

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GOVERNMENT OFFICIALS. U.S. COMPANY REPS WERE ALSO IN ATTENDANCE. THE MISSION MEMBERS REPORTED THE WELL ATTENDED RECEPTION RESULTED IN A NUMBER OF SPECIFIC BUSINESS LEADS INCLUDING SOME WITH AN EXPORT POTENTIAL IN EXCESS OF A MILLION DOLLARS. HIGHLIGHTING THE RECEPTION WAS THE ATTENDANCE OF A NUMBER OF SENIOR REPRESENTATIVES OF THE LEADING COMMERCIAL FAMILIES IN THE EASTERN PROVINCE, E.G., ALGOSAIBI AND TURKI.

6. NINE MISSION MEMBERS HAD RECORD TOTAL OF ONE HUNDRED FIVE APPOINTMENTS SCHEDULED FOR TWO HOURS JUNE 3 AND ALL DAY JUNE 4, INCLUDING INVITATIONS TO A NUMBER OF SAG AGENCIES.

7. SUMMARY OF EXHIBITORS REPORT WILL BE REPORTED LATER IN SAUDI VISIT. BUSHNELL

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